

THE
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A JOURNAL
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VOL. IX. No. 4.

NEW-YORK, January 22, 1876.

WHOLE NO. 210.

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The Publishers' Weekly.

JANUARY 22, 1876.

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NOTES IN SEASON.

THE supplementary Educational Number of the PUBLISHERS' WEEKLY, for the spring term, will be, as usual, the second number in February, that for February 12th. This will contain, as heretofore, not only the publishers' announcements of new school and reference books, but also a classified list on the plan of and supplementary to the Educational Catalogue, issued in the fall. As usual in this supplementary issue, the terms for advertising are the regular rates.

PUBLISHERS who have not yet forwarded copy for the annual summaries of books published in 1875, for our next issue, are requested to do so at once. Further delay may cause omissions in the supplementary index for the Annual, which we desire to make complete.

THE Lippincotts have just ready the first four volumes of the new complete edition of the works of Walter Savage Landor, to be published in connection with Chapman & Hall, London. The edition is confined to 750 copies, printed from type, and 200 of these are to be offered in this country. There will be eight volumes, the first being the biography, by John Forster, revised for this reissue. These are in handsome octavo, with photographic portraits of Landor at different ages, and cost \$4 per volume.

HENRY HOLT & Co. will issue at once Dr. A. S. Packard's "Life Histories of Animals, including Man," which makes an octavo of 250 pages, with 250 cuts. It is a book for students of comparative zoology chiefly, giving the embryonic development of each of the leading orders of animals.

A VALUABLE new school history by Dr. J. B. Quackenbos is just ready at the Appletons. It is a universal history, bringing the record up to 1875, and having other novel and commendable features. The illustrations and maps are very fine. Marcel's "First French Book" gives French and English on opposite pages, so that it may be used in teaching either language from the other.

HARPER & BROS. publish at once Mr. Frank Vincent's "Through and Through the Tropics," an interesting volume describing brightly 30,000 miles of travel. It is a neat 12mo, without illustrations.

MISS DICKINSON'S "A Paying Investment" is not to be a novel after all, but a protest for reform in the education of children, more thorough training in industrial pursuits, labor co-operation, and kindred topics. It will be published shortly by the Osgoods, who also promise by the end of the month or first of February, Mr. Hillard's "Life of George Ticknor," a book full of anecdote and reminiscence of European and American celebrities who came within the circle of Mr. Ticknor's very extensive acquaintance.

By an oversight, Van Horne's "History of the Army of the Cumberland" was lately entered in our weekly list as a trade publication, when it should have been recorded as a subscription book only (preceded by two asterisks), not being sold to the trade. The prices given (\$8, \$10, \$12) are for the two volumes and atlas, all of which are now ready. Messrs. Robert Clarke & Co., Cincinnati, are the publishers.

JOURNALISTIC NOTES.

THE *Publishers' Auxiliary* is the latest. For one cent a year the American Printers' Warehouse (41 Park Row, New-York) "will send the *Auxiliary* weekly to all publishers who express a desire to receive it, and the postal card on which the application is made will be taken as payment." Surely nothing could be more reasonable. Its liberality is almost touching. Fifty-two numbers for one cent! and that cent a used and useless postal card! And no advertising purpose lurking between the lines either. The publishers can simply select from its columns what matter best pleases them, and stereotype plates, at half the cost of composition, will be furnished on application, so that waste of brain in getting copy, and (what to publishers is far more important) waste of money in paying for it, is saved. The publishers' millennium must be fast approaching.

The Overland Monthly has been discontinued.

Oliver Optic's Magazine is the latest victim to *St. Nicholas*. This makes—how many?—incorporated with that Magazine.

Harper's Magazine for February is delayed to February 1st, to include the first part of George Eliot's new story, "Daniel Deronda." The whole of the first book, issued in England at five shillings, will be given, occupying 34 pages of the magazine, which will be the largest number ever sent out.

THE ANNUALS.

IN the absence of any thing like a complete bibliography, these compilations will be of great service to all buyers and lovers of books. —*Evening Post.*

ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise indicated. Imported books are marked with an asterisk: Authors' and Subscription Books, or Books published at net prices, with two asterisks.

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- Agassiz.**—Geological Sketches. By L. Agassiz. Second Series. 16°, pp. 229. \$1.75. *Osgood.*
- Almanac.**—The Boston Almanac and Business Directory. 1876. Vol. 41. 18°, pp. 500. \$1. *Sampson, D. & Co.*
- Protestant Episcopal Almanac and Directory. 16°, pp. 211. Pap., 25 c. *Whittaker.*
- Annual.**—The Illustrated Annual. Phrenology and Physiognomy. 1876. Illustr. 8°, pp. 80. Pap., 25 c. *Wells.*
- Bryant (The) and Stratton Business Arithmetic.** With practical Problems and valuable Tables of Reference. *New ed., rev.* 8°. \$2.50. *Mason.*
- Carey.**—Wooded and Married. A Novel. By Rosa Mouchette Carey. 12°, pp. 498. \$1.75. *Lippincott.*
- Christmas with the Girls.** By the Author of "Christmas with the Boys." 16°, pp. 250. \$1. *Am. S. S. Un.*
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- Gill.**—Analytical Processes; or, The Primary Principle of Philosophy. By Rev. William I. Gill, A.M., author of "Evolution and Progress." (Third vol. of the International Prize Series) 12°, pp. 450. \$2. *Authors' Pub. Co.*
- Griffin.**—How to Build Ships. An Essay upon the Weakness of large Iron Ships, with Recommendations for making them Strong. By Capt. S. P. Griffin. Illustr. 16°. 75 c. (Corrected title) *Van Nostrand.*
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ANNOUNCEMENTS OF FORTHCOMING PUBLICATIONS.

RESOLVED, That this Convention recognize the PUBLISHERS' WEEKLY as the established organ of the entire trade, and recommend it to publishers as the medium through which they should make their "first announcement" of books they propose to publish, and the full title of all books immediately on publication.—AMERICAN BOOK TRADE ASSOCIATION.

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rington.		delphia. 12°, pp. 48. 50 c.; pap., 25 c. (<i>Nearly ready.</i>)	
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the Rev. Hugh Macmillan, LL.D.		Lectures for 1875.	
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Wages and the Wages Class. By Gen. Francis A.		kiel and Daniel.	
Walker.		The Speaker's Commentary. Ezekiel, Daniel, and	
ORANGE JUDD CO., New-York.		the Minor Prophets. 1 vol. (completing the Old Testa-	
The Shepherd's Manual. By Henry Stewart. Illustr.		ment).	
(Feb.)		Epochs of Ancient History. Ed. by G. W. Cox,	
LEE & SHEPARD, Boston.		M.A. 1. The Persian Wars, by G. W. Cox. 2. Rome to	
Steele's The Lover , and other Miscellanies. Ed. by		its Capture by the Gauls, by William Ihne.	
J. E. Babson.		Songs of Religion and of Life. By John Stuart	
		Blackie, author of "Self-Culture," "Four Phases of	
		Morals."	

The Publishers' Weekly.

JANUARY 22, 1876.

PUBLISHERS are requested to furnish title-page proofs and advance information of books forthcoming, both for entry in the lists and for descriptive mention. An early copy of each book published should be forwarded, to insure correctness in the final entry and for notice in "Books Received."

The trade are invited to send "Communications" to the editor on any topic of interest to the trade, and as to which an interchange of opinion is desirable. Also, matter for "Notes and Queries." Notes from librarians will also be gratefully received.

In case of business changes, notification or card should be immediately sent to this office for entry under "Business Notes." New catalogues issued will also be mentioned when forwarded.

SHALL THE BOOK-BUTCHERS BE FOSTERED?

WE are glad to note, in the journal of the American News Co. for January 15th, a direct statement of its views upon the future of the reform movement. An article headed, "Have we reached the Final Step of Reform?—A Bit of History," gives these at some length. It aims first to show, by a *résumé* of the history of the reform, that the undercutting of publishers and jobbers in competition with retailers was the objective point in its inception, and that there was at first "no thought of danger from local undersellers." Since Put-in Bay, however, "modifying and nullifying the original platform" has been going on until, despite continued abuses on the part of the publishers, "we are asked to believe that the only thing that now stops the wheels of reform is the existence of the few retail undersellers." Acknowledging the importance of the twenty per cent limitation, and the riddance of the trade sales, it adds, "to say that there is nothing more to be done but to stop the cheap booksellers, that the trade has reached the highest point of success possible, if they be allowed to exist, is to acknowledge that the trade have all these years been mistaken as to the cause of their ill-success. If, indeed, all has been done that can be done but this, the trade is still in a critical condition, and the whole work is likely to be overthrown by the most trivial of impediments."

Let us stop here to point out one or two errors in this "bit of history." The breaking, by publishers and jobbers, of the retail prices on which they predicated wholesale dealings, was a serious evil in the affliction of the book trade, which has now been largely if not altogether remedied. The excellent example early set by the American News Co. in this particular, and the thorough-going advocacy of this feature of the reform by the *Booksellers' Guide*, were heartily recognized by the Conventions and should not now be overlooked. But it is

a mistake to say that the underselling of wholesalers was the one objective point at either of the Cincinnati meetings; the resolutions from which the *Bookseller* quotes were those addressed by circular to the publishers, and of course emphasized this point, but the full platform, which it will find in the PUBLISHERS' WEEKLY for November 1st, 1873 (p. 485), proposed among other things "to secure uniformity of prices" and "to entirely prevent the practice of selling at a discount from retail prices to any parties not engaged directly in the trade," a proposition certainly sweeping enough to include any thing that has been proposed since. This as "a bit of history;" for our own part, consistent as the trade has been on this point, we think it highly creditable to the organization that it has been willing to "modify and nullify" as progress in the reform has shown it desirable and just.

Nor do we know that any one has said that "the existence of a few retail undersellers" is "the only thing that now stops the wheels of the reform," or that "the trade has reached the highest point of success possible," if the undersellers be allowed to exist. Reflecting the opinions of many of the trade, we have said that this other step was needed to finish and clinch the reform, and that the reform was not fully or fairly in operation until it was taken, but we have constantly pointed out to the croakers that many and real advantages have been secured, and that the reform movement might in this sense be considered a real success should not a word be heard of its rules again. There are still individual infractions of agreements generally observed, still other imperfections in the reform, but great things have been accomplished. Yet we do think that to assure the present system of the book trade this last step is very desirable, and that in this sense the trade is still in a critical condition.

This brings us to the important part of the *Bookseller's* article, which is, to resume our summary, its argument on the question of cutting off the professional undersellers—those who, according to its definition, "give large discounts to attract buyers to other stock," and "whose profits are made upon other goods." It deprecates this attempt to cut off book butchers, on the ground that "a publisher has no more control over his books after they leave his hands than a cigar-maker has over his various brands after he has sold them." "The publisher or jobber may exact promises before filling an order," and "may require bonds for their observance," but even if publishers and jobbers can agree upon these conditions, it adds, there must be a system of espionage that the trade is not able to support. And, it is

quietly suggested, publishers find it difficult enough to sell paying editions now without endangering their support in this way. This alarming spectre of red-tapery is indeed awful, but practically it vanishes into thin air on cross-examination. The dangerous undersellers are few and notorious. They are now chiefly confined to New-York and Boston, but their circulars, advertisements, and other trumpetings demoralize bookbuyers and booksellers all through the country. These can be reached without difficulty. The book business is not the cigar business, and the publisher, with the jobber's help, can control his books to the necessary extent. We venture to say that if the American News Co. should shut down on the book butchers who have dealings with it until they cease their warfare upon the trade, the few leakages which are likely to occur under any system would not be sufficient to give them any capital at all. This is shown in the case recently reported. E. P. Dutton & Co., finding their market for "Frisk and his Flock" being destroyed by an up-town underseller, requested the American News Co., through whom the latter procured the book, not to sell their goods to this party, the publishing house having previously refused him directly any discount whatever. No "bonds" were asked for, nor was "espionage" necessary. The News Company demurred, and fell back on a previous contract. The publishing house was firm, and declined to fill any orders from the jobbers except under these conditions. Accordingly, the conditions were acceded to, they were of course held to in good faith, the underseller got no more of their books to slaughter, and the regular trade was again enabled to sell them, as the publishers found to their satisfaction. Willingness and mutual good faith are the only "bonds" necessary or desirable. It is true that it is difficult enough to sell paying editions, but why is it difficult? The country does not feel rich—there are numerous incidental reasons, it is true; but, after all, a chief reason is that these cheap Johns are permitted to slaughter books so much below their real cost to the regular dealer, for the sake of advertising their other wares, that he can not afford to risk his capital in laying in books whose value is so liable to be utterly destroyed.

The *Bookseller* proceeds to argue that reducing discounts to the undersellers would not avail, because their profit is made otherwise than on the new books, and their other trade is often profitable enough to enable them to incur loss on them, should their discount be reduced to twenty per cent. "We know that this fact makes the matter all the worse for the regular trade with whom they compete, but we all

know that it is true." But it is the great discrepancy between publishers' prices and his "butchering" prices that gives the underseller his advertising capital. If his discount were reduced, he could not continue these prices, and as a large buyer he is entitled to twenty off only when purchasing for his own use. Under the rules, therefore, he would have to sell at full price, or buy at full price,—whichever he pleased. As it is, the underseller, concentrating trade by these methods, gets the largest discounts that are given; and if this goes on, the jobbers' customers will find out that it is cheaper to buy of the butcher at his retail prices than of the jobbers at their "discounts to the trade." It reminds us of the Down-East shopkeeper who ruined an underselling rival by buying in his entire stock at his retail prices.

After which proof of the amenableness of the undersellers to trade persuasion, the article adds: "If they can not be converted by persuasion and the appeals of the trade, they can not be converted at all." We do believe that they are past praying for; they must be brought to a realizing sense by other means.

The conclusion of the whole matter is very simple. Here is a great educating trade on one side, doing useful service, and asking reasonable remuneration for that service. Here, on the other hand, are opposed to it a few notorious "book-butchers," who confuse the whole system of the trade in the minds of buyers, by giving them books virtually less than cost, while they think they are paying a fair price. It is a question of choosing between these two. "The book trade," concludes the *Bookseller*, "is for the most part composed of honorable and fair-minded men, whose sense of justice can be appealed to, and they should be left under the most general rules to conduct their business in their own way." This is true,—of the regular trade, and what we protest against is confounding the trade and the undersellers. It is the regular trade which has voluntarily put itself under certain rules to enforce them against the undersellers, and now it wants them enforced outside as well as inside. The *Bookseller* thinks that the regular trade, with the advantages we have before called attention to, "can generally take care of the undersellers in their vicinity." So they can, if the blatant, demoralizing "book-butchers" of the centres are properly attended to. It is true that "there are many improvements yet to be adopted;" that the publishers and jobbers should withdraw all undercutting competition with the local trade, and that "the local dealer should have all the trade that the publisher and jobber can throw into his hands." That is

just it, as we have again and again said, but fostering these undersellers is throwing it out of his hands—first, by diverting some of his custom; secondly, by demoralizing the customers he holds.

The *Nation* has made somewhat famous the politician's method of nullification by continuous objection to "the particular measure." That is the danger in the present reform, and the attention of the trade should not be diverted from what seems to be the present issue by suggestion that there are a great many other things yet to be accomplished. One at a time—that is the only rule for earnest workers. The trade is for the most part at harmony within itself; the reform has done good; much is secured; but it is not fair that the undersellers should be permitted to make the reform an instrument with which to do further injury to the regular trade. Were the undersellers never to be checked, the trade would still stand by the reform, to its own profit,—but they ought to and can be attended to.

IN sending a considerable list of "books wanted," a well-known book firm write us that they consider this "the *cheapest* and quickest way of picking up old rare books; and in this connection let us say that, because we advertise for a book, parties answering our advertisements are mistaken in fixing an exorbitant price on their copies, as we have quotations on the same books from all over the country; yes, even from 'old England.' (This speaks well for the WEEKLY.) It is amusing to see the different rates on the same books." Booksellers who try this line of advertisement will prove the truth of these remarks to their full satisfaction. In two recent cases, books quite out of print and difficult to find otherwise were advertised for from our own office, and two copies of each were placed at our service the very next day, for which we were glad to pay a good price. We would also commend the departments of "books for sale or exchange" to live booksellers: university booksellers in especial, or others who have lines of books that have become dead stock in their particular locality, can thus frequently make a market for them elsewhere, as one bookseller pointed out at the last convention.

A VALUED correspondent suggests the usefulness of a current index to the advertisements in the WEEKLY. That is a feature which we had decided to commence with the new year. It will be given in the first number of each month, in connection with the monthly reference lists, so that the descriptive announcements of the publishers during the pre-

vious month may be at once referred to in respect to any new book.

THE letter from the Secretary of the Rhode Island Booksellers' Association speaks for itself, and the case should obtain the attention of publishers and jobbers. The Boston gift enterprise is now advertised to come to New-York. There is a law in this city against gift enterprises which is not likely to go unenforced, though such things seem to be tolerated in Boston. But where will the stock come from?

PRIZE QUESTION NO. 1.

Which are the most salable works in biography?

Give twenty-five titles in the following shape:

Forster, J., Life of Charles Dickens. 3 vols. 12°. \$6.
Lippincott.

(See "Rules for Competitors" in PUBLISHERS' WEEKLY of January 15th.)

The "prize question" plan is meeting with great approval, and we have many queries from intending competitors. In reply, we may add that any clerk in a house which takes the WEEKLY is entitled to compete individually; that all books in the English language, whether of American or English publication, are included; that both individual and collective works may be entered under this first question; and that proved salableness in the competitor's experience, and not theoretical desirability, is the test both for selection and arrangement.

COMMUNICATIONS.

RETAILING PERIODICALS.

NEW-YORK, Jan. 13, 1876.

To the Editor of the Publishers' Weekly:

Being a constant reader of your valuable publication for some months past, I now, with your privilege, avail myself of its columns in order to give vent to my feelings in regard to American periodicals, their respective publishers, and retail dealers. The last three years have witnessed many complaints from various dealers in respect to "book publishers" and the so-called "undersellers," but as yet I have not seen any communication about publishers of periodicals, and thinking it high time to speak, I embrace this opportunity to do so. You are aware, no doubt, that recently the various weekly publications have been making an extraordinary attempt to make it known throughout the greatly reduced prices at which they solicit subscriptions, and add that these terms can be had by ordering direct from the offices of the individual publications. For example, Harper Bros. advertise that they will furnish any single one of their publications (*Weekly, Bazar, or Monthly*) at \$4 per year, or all three at \$10, including postage. This, you will readily see, ruins all chances of any but them (publishers) receiving subscriptions, for the simple reason that retailers can not possibly furnish these at the above rates without

injury and loss to themselves. For facts I annex the following figures, which I assure you are reliable in the extreme: Harper's *Weekly* or *Bazar* costs dealers 7 cts per copy, and 52 numbers at 7 cents = \$3.64. The Magazine costs retailers 26 cents each, or \$3 12 per year, and the three would cost at net price \$10.40 without postage, and notwithstanding that mail matter now goes in bulk at 3 cents per pound, it would for one year add enough to make it foot up to \$10.75 at the least.

By these figures you will plainly see that it is utterly impossible for any outsider to compete with these rates. If they continue, the publishers will eventually control the entire subscription list, and dealers only be able to sell a few single copies. At the same time the risk is all on their (retailers') side, as the papers are not returnable, and consequently they will often get stuck. No doubt this is what they (publishers) are aiming at, but, from my point of view, I argue that they ought to be content with the wholesale part of the business, and not interfere with retailers as they are now doing; or retain their prices at such a figure that dealers will have the same advantages as publishers, which, if adopted, would not decrease the subscriptions any, and, on the other hand, greatly benefit the retail dealer. Not only do persons go direct to the office for their publications, but a great many, when they see the immense difference in price on papers, are actually foolish enough to imagine they can secure the same proportionate reduction on books, and more than one, I assure you, doubt retailers' prices and, out of embarrassment, when they find they are wrong, buy direct from the book publishers. Appletons also advertise the *Journal* at \$4, including postage, which costs us \$3.64, and, like the Harpers, they monopolize the entire trade in that branch. There are exceptions, such as clubs, libraries, and ministers, I admit; but as it now stands, even here we can make no allowance, and an outsider has the same privileges as the above-named parties. The firms I have named are mere examples of what all the publishers are now doing in a greater or less degree. This being a subject too lengthy to discuss at present, I close my remarks in hopes that the day is not far distant when retailers and publishers will be on an equal footing.

AUGUST BRENTANO, JR.,
39 Union Square and 719 8th Ave.

"SUBSCRIBER" ON PRICES.

January 6, 1876.

To the Editor of the *Publishers' Weekly*:

I do sincerely hope your hint will be taken as to a reduction in the price of juveniles. I am one of those who care more for the reading matter than for the get-up of the books for my children. The red and gold cover does not compensate for the limit which its cost puts on the number of favorites I can distribute. I am considered a prime authority as to the merits of juveniles, and this Christmas, as usual, my friends applied to me to know what books I would recommend for their presents. It was very hard to have to answer: So and so is very nice, but its price is—Whew! Just look at the new edition of the "Silver Skates." My old copy has been lent around, and read to pieces, and a nicer book could not be recom-

mended. But the new edition is \$3. Three dollars, think of that! How many of the ordinary run of people, do you think, can afford to buy their children story-books at \$3 apiece? I have positively prevented half a dozen persons getting it at that price, it is such an imposition. Why can not the publishers, when they bring out a book, issue some of the edition in plain reasonable form for those who care principally for the matter, and then gild and ornament and embellish to their heart's content, for those who desire a fine get-up? I have no quarrel with those who like the gorgeousness and luxuriousness, but it is hard that we solid people should be by it always so limited in the number of our books, though indeed the high price does not seem always to be attached to sumptuousness. I recommend the trade to sit down and honestly consider how much a purchaser really gets for his money who pays the dollar asked for "Stumps."

I am truly glad that Messrs. Porter & Coates, Philadelphia, have brought out the *Leila Books* at \$1.25 a volume, so that I may replace for my grandchildren a book my little friends have so delighted in that the English copy which came into our family three generations ago will scarcely hold together now, in spite of the careful treatment I insist on. To be sure, I could and would have gotten it from England for 3s. 6d. I am so situated that I buy a large proportion of all respectable children's books that are published both in England and this country; and it is easy to imagine that I am interested in their being sold at more reasonable prices, especially as I have to destroy fully one fourth of all I get as trash. I never allow the smallest baby book to go into my children's collection until I have read and gauged its merits. I am an ardent believer in people owning the books they read, but I have not the face to press it at these prices, so my private collection is really turned into a Circulating Library at the cost of a vast deal of time and trouble.

Another great injustice is the republishing under another title. Many a one is cheated into buying what he already has. How is a parent to be expected to know that "Hans Brinker" is only another name for the book his boy has with "Silver Skates" on the back? Still worse, if he sees an advertisement of a book by Miss Yonge, and hastening to order it, finds it is only another name for something he has had for twenty years in the *Monthly Packet*. Still more dishonest was it when two American houses brought out about the same time the same book, by Jules Verne, under two different titles. I got the one that came out first, and shortly afterwards my eye was caught by a card, "Just out, a new book by Jules Verne." and giving an entirely different title. Suspecting nothing, I went in for it, but while the clerk was tying it up, I happened to turn over the leaves of another copy on the counter, and recognized the illustrations as those in the book I had previously bought. I called the clerk's attention to it, and he owned it was the same, and I am glad to say seemed ashamed of the cheat, for I can call it nothing else. Suppose I had sent for the book, as I do ninety-nine times out of a hundred. The same mail brought my English Catalogues with Proctor's "Byways of Science" for 10s., and announcement of Lippincott's republication at \$4. I suppose every one

who can get it chooses an English in preference to an American book, even without the additional inducement of a lower price.

In contradistinction to "Accuracy's" experience, I will say that I have just received a most handsome letter from a New-York house, apologizing for some careless ignorance on the part of one of their clerks. If the letters of correspondents oftener fell accidentally into the hands of the heads of the house, it would help the buyers. I wrote to another house in New-York three weeks or so ago, asking if they had certain books. No notice was taken of the question, though I know the letter was received, as the book was sent for which I had inclosed the money at the same time. I was just as well pleased, for it was only from "high morals" that I intended to get the disagreeable American reprint, and of course after that I was free to send to England with a quiet conscience.

SUBSCRIBER.

[It seems to us "Subscriber" is decidedly "at sea" in some items of this letter, but we print it for its "points." The prices of many juveniles is very high, but he is not happy in his illustrations. "Hans Brinker; or, The Silver Skates" (both titles are given) was published by the Scribners in a profusely illustrated edition at \$3, but the edition at \$1.50 is still kept in print. And we do not see that \$4 is so far out of the way for the American Proctor.—ED.]

JUVENILE ABOMINATIONS.

NEW-YORK, January 18, 1876.

To the Editor of the Publishers' Weekly:

Your compositor omitted, in the article "After the Battle," an important figure. In speaking of discounts on juvenile books, I wrote 40 | 10; he set it up 40. I now write it in full, *forty and ten*. I presume, that the aforesaid compositor is an old-fashioned fellow, and unaccustomed to the modern "rates." But one gentleman, connected with the importing trade, has suggested to me that these rates were not established by the English houses. The point is well taken. It is to the great juvenile publishing houses of this country that the trade is indebted for these liberal terms. The story is current, that at the last book fair 50 and 10 were offered on certain American juveniles as an inducement.

Oh! for a little thinner paper, a little less of flash in the binding, a little more expense laid out in the forwarding, a fair curtailment of the retail price, and a wholesome reduction in the trade discount. And, men and brethren, spare a long-suffering people, and no longer give a chromo (on the cover) with each book. Leave the chromo gift to the religious newspapers.

Do you not "hear the children, O my brothers!" in whose hands your books break into splinters, even with the first reading? Do you never hear the wail of the poor Sunday-schools when your books go to pieces with one or two distributions from the library? The colors of your bindings are very gay, but, alas! they are often so bright that they fade as a leaf by a simple exposure on our shelves.

Give us better work and less discount. Cut down your retail prices 20 per cent; make your best trade rates 40 per cent. The public will be better satisfied, the trade better off, and the retail prices maintained. Two of the Philadel-

phia houses, not large publishers of juvenile books, have made a beginning. Boston, the centre of this trade, as well as the centre of the universe, ought to move at once. Which house will inaugurate the movement? There will be found not only glory in it, but also, what is deemed of more importance, money.

NEW-YORK.

BOOK-BUTCHERING AT THE EAST.

January 18, 1875.

To the Editor of the Publishers' Weekly:

We inclose a few advertisements which will show you in part the way the book business is conducted here. We thought that we had gained ground after our Providence Book Association was formed in the autumn. But the firm whose advertisements announce themselves as the "Cheapest Bookstore in America!!!" followed Lovering's plan, of Boston, in the "gift enterprise" movement (see advertisement). When the booksellers held a meeting and expostulated with the gentleman who represents the firm, he gave us to understand he would not longer continue the "gift sale" than December 1st. But it *did* continue ten or twelve days longer. Then came his advertisement of "all books sold at a discount from publishers' prices," etc. Then in advertisement of January 18th, "every new book received soon as issued, and sold always at a large reduction from publishers' prices, by N. Bangs Williams & Co." And also, "*when you see a book advertised or noticed, no matter in what paper you see it, come to us for it. We always make a reduction from advertised prices. N. Bangs Williams & Co.,*" etc.

Now, ought one who joined the N. E. Booksellers' Association to be considered a member in good standing, or a member at all, who takes this course to break down prices?

We have suffered this now for months, and it promises to be continued indefinitely, to the continued demoralization of trade. We ask, is there no chance to bring the public sentiment of the trade in power enough to check such underselling, or are we to wait and suffer men to promise and bind themselves to an association to do what they feel at liberty *not* to do, in the space of a few weeks or months, and that association to have no power to check?

We can sympathize with Boston in this matter. We inclose advertisements of "The Cheapest Bookstore in America," and, if it is true that it is the cheapest, would not the trade generally be benefited by turning all orders, wholesale and retail, to Providence?

Yours truly, A. J. GOODENOUGH,

Sec. of Providence Booksellers' Association.

BOOKS RECEIVED.

VERS DE SOCIÉTÉ, selected from recent authors by Charles H. Jones. (Henry Holt & Co.) This collection of verse, originally published as an *édition de luxe* for the holidays, will be warmly welcomed in its present cheap and handy shape by appreciative readers with short purses. It is an exceedingly good representative of the authors of the day who have written society verses; beginning with Præd, we find selections from Landor, Moore, Hood, Holmes, Thackeray, Saxe, Locker, C.

C. Calverley, Arthur Dodson, and a large number of miscellaneous pieces from the best sources. "Leisure Hour Series." 16mo, cloth, \$1.25.

MOSSSES FROM AN OLD MANSE, by Nathaniel Hawthorne. (James R. Osgood & Co.) The Osgoods' numerous new editions of Hawthorne's works are most welcome and acceptable to book-lovers, who always like a favorite author in the best dress procurable. These charming tales are in the new popular edition, uniform with "Little Classics." It is a most desirable edition, neat, handy to hold, beautifully printed on tinted paper, exceedingly dainty, and not high as to price. 2 vols. \$1.25 each.

HER DEAREST FOE, by Mrs. Alexander. (Henry Holt & Co.) Kate Travers, the heroine of this novel, is one of Mrs. Alexander's characteristic creations—a woman of the day essentially, frank, loving, generous, beautiful, and feminine, but with a strong purpose and a good share of common sense. "Her dearest foe" appears in the person of Sir Hugh Galbraith—her husband's cousin and heir—who disputes the will found after her husband's death which gives her every thing. A forged will, apparently made later and concocted by an enemy of Mrs. Travers, causes the property to slip from her hands into Sir Hugh's. To vindicate her character, assailed by her husband's seeming want of trust, and to prove the falseness of this will, becomes the great purpose of her life. Many charming scenes and situations grow out of this, especially where she and "her foe" come together—some of the truest pictures of our life of to-day we have ever read. The characters are also remarkably vivid and life-like, and full of interest. "Leisure Hour Series." 16mo, cloth, \$1.25.

AMONG MY BOOKS, by James Russell Lowell. (James R. Osgood & Co.) Mr. Lowell's second series of papers are both critical and biographical, relating to the works and lives of Dante, Spenser, Wordsworth, Milton, and Keats. They are marked by the culture, grace of expression, and clearness and fairness of judgment which distinguish all of Lowell's literary criticisms. The book is one for the library, for frequent perusal and study and reference; it offers a profound insight into the inner lives of the poets treated of as seen in their works, and a most just appreciation of their writings. 12mo, cloth, \$2.

MY HUSBAND'S FIRST LOVE, and **COUSIN CAROLINE'S WEDDING**, by Mrs. Henry Wood. (T. B. Peterson & Brothers.) Both these stories by Mrs. Henry Wood are of the highly sensational order; the first one is a love-story of Italy, in which a ghost plays a prominent part. The second is a short story, telling how a certain dashing captain won his bride. This volume contains several other stories. Each 25 cents.

GEORGE; OR, THE PLANTER OF THE ISLE OF FRANCE, by Alexander Dumas. (T. B. Peterson & Brothers.) A story of the sunny Isle of France in the Indian Ocean: full of adventures by land and by sea, told in the vivid manner which has made Dumas' works so popular. 8vo, paper, 50 cents.

MICHELINE, by Madame Eugène Bersier, translated by Mrs. Carey Brock. (E. P. Dut-

ton & Co.) A bright, clever, and thoroughly moral story, specially suitable for young people, although older minds will also find much to enjoy in it. It is a story of France after the fall of the first Napoleon, the scene of it being laid in Mount Saint Michel, the celebrated prison for political offenders. "Micheline," the young heroine, is a charming girl, the adopted daughter of the gaoler; her interesting life and noble character will win the strongest admiration. We have rarely seen a book so healthy in tone and yet so vivaciously written and so romantic in its plot. 12mo, illustrated, cloth, \$1.50.

WOODED AND MARRIED, by Rosa Nouchette Carey. (J. B. Lippincott & Co.) Rosa Nouchette Carey is a new name among writers of fiction, at least on this side of the water, for we believe she is the author of several successful novels. She writes of English fashionable life with a freshness that is very attractive; she gives some fine studies of character also, and draws a moral in a very winning way. She will prove a welcome addition to the ranks of novel-writers, as her book bears evidence of considerable talent. 12mo, cloth, \$1.75.

A VISION OF THE ARCH OF TRUTH, by Joseph Foster Knickerbacker. (Wm. H. Young.) An allegory of a semi-religious character, written in prose and verse, and depicting the search of a human soul after truth, and setting forth the beauty of a good and pure life. A number of miscellaneous poems complete the volume. Illustrated by several photographs. Sq. 12mo, cloth, \$1.50.

GEOLOGICAL SKETCHES, by L. Agassiz. (Jas. R. Osgood & Co.) In these sketches, the second series, will be found in their original sequence all the geological and glacial papers contributed by Prof. Agassiz to the *Atlantic Monthly* during a number of years. They are called "Glacial Period," "The Parallel Roads of Glen Roy, in Scotland," "Ice-Period in America," "Glacial Phenomena in Maine," "Physical History of the Valley of the Amazon." 12mo, cloth, \$1.75.

DAVID THE KING, by the Rev. Charles E. Knox. (A. D. F. Randolph & Co.) Biographical works on the heroes of the Bible have become quite a feature in biblical literature of late years. We know no better way of bringing these grand old personages in sympathy with the student of to-day. The present work is specially designed to aid in the study of the Psalms; it is divided into fifty-nine lessons, which go minutely into David's life, and explore the land and history of Palestine in connection with David and the Psalms; an effort has also been made to locate the Psalms, where possible. The book is very full and suggestive, and can not fail to give a clearer conception of the life and character of the great king to the young people, for whom it was chiefly written. 12mo, cloth, \$2.

WOMAN'S DUTIES AND RIGHTS, by Mrs. Lincoln Phelps. (Claxton, Remsen & Haffelfinger.) In a review of the motives which brought together a woman's congress for three successive years in our State, and the subjects propounded for discussion, Mrs. Lincoln Phelps, a lady well and honorably known for a number of years for her efforts towards a higher education of women, sets forth her own peculiar

ideas on the woman's question. They are those which every true woman should hold. While she advocates the improvement and education of the sex, and admits their fitness for many kinds of work not generally given to women, she protests against the doctrines of equality and suffrage, and the indelicacy with which the so-called champions of women's rights have dragged questions before the world which a few years ago would scarcely be touched upon in the sanctity of home. 8vo, paper.

PRAY FOR THE HOLY SPIRIT, by the Rev. William Scribner. (A. D. F. Randolph & Co.) A treatise upon the office of the Holy Spirit, and the duties of Christians in reference to it. Divided into two parts, as follows: "Why Christians should earnestly seek this priceless gift for themselves," and "The duty of seeking the Holy Spirit for the Church of Christ and for the fallen world." 12mo, cloth, \$1.25.

SERMONS TO THE CLERGY, by Gail Hamilton. (William F. Gill & Co.) Miss Dodge's pugnaciousness and tenaciousness in holding on to an opinion are as amusing as edifying. She seems to be "nothing, if not critical," and is only thoroughly and perfectly happy when "going" for somebody or something, or tearing down or uprooting established views or orthodox opinions. However, she is always good reading, witty, sparkling, daring, though sometimes impertinent to the very limits of good breeding. The titles to the papers of the present volume are all suggestive, such as "The 'Blue Blood' of Canaan," "Religious Beggary," "Heavenly Heathenism," "Tea-Party Salvation," "The Land of Broken Promises," etc., etc. She hits right and left in them at the popular doctrines promulgated by orthodox preachers, and often with much force and truth. 12mo, cloth, \$2.

STATIONERY NOTES.

THE Acme Parchment paper, which will not crack or break in the fold, nor wear out with ordinary usage, is the latest line of paper on the market. It is especially adapted for lawyers, insurance and railroad use, etc. The Acme Letter File Manufacturing Co., 49 John street, are the agents, and will send samples on application.

PH. HAKE, 25 Frankfort street, whose fine line of card-stock is well known, has placed before the trade a new patent hook tag, which is said to be the best yet introduced. Harry Reisbeck and Charley Plummer jointly represent him throughout the country.

MESSRS. PORTER & BAINBRIDGE have their envelope factory in full operation, and are now offering a very fine quality of wedding stationery made from Pirie's new superfine paper. They have six sizes and twenty new styles ready. The menu cards manufactured by this house are finished with great care and in the best style of art. An announcement detailing sizes and prices of these cards will appear in our next issue. Messrs. Porter & Bainbridge announce a reduction in the price of their Centennial papers. Fifty tons of these papers have been sold in three months, and the increasing demand enables the proprietors to put them upon the market at lower prices.

THE best thing in its line is Bagley's Pocket

Slate Cleaner, lately invented, sold by John D. Emach, sole agent, 131 William street.

BRADNER & PARKER, successors to the Cornwell Manufacturing Co., Newark, N. J., have removed to Railroad ave., cor. of Hamilton street, and have commenced manufacturing a line of Walnut and Paste-board Clips, Black-board Erasers, etc., which are said to surpass the English manufactures.

THE Schindler & French Manufacturing Co., West-Meriden, Ct., have just patented and are manufacturing a new inkstand base which will hold any size of cut-glass bottle. Price, \$15 per dozen, list.

MR. ANDERSON, of Anderson & Cameron, has been in Boston this week and reports trade brisk.

J. S. LOCKE & Co., 23 Franklin street, Boston, have just issued an illustrated Autograph Album containing artistic cuts and etchings from original drawings by J. S. Locke, Esq. Price, \$1.50 and \$2. A new inkstand and paper-weight combined, with "Washington" at base and "I can not Tell a Lie," and the little cherry-tree and hatchet for the pen-rack, will soon be introduced by the same house. It will be made in bronze, verd, and silver.

THE Pack & Van Norris black-walnut letter-clips and bill-files are said to be the "ne plus ultra" of counting-house furniture. They have had a large sale and are still in great demand. Wm. H. Woglom, 239 Greenwich street, is sole agent.

SHAW & ALFRED, 29 Beekman street, have some elegant papeteries just out, he "Grand Quadrille," "Satin Strips," "R. S. V. P.," and "Granite," with red, blue, gilt, and silver border, being the latest; also, for children, "The Little Prussian," and red-bordered "Louis." Their new open-end envelope is the latest style. This firm have one of the largest selections of mourning papeteries in the market. Mr. C. S. Plummer represents this house on the road.

As a safeguard against alteration, forgery, and the like, Mr. Thos. H. Kane, of this city, offers his new "Safety Ink," which, it is claimed, can not be tampered with or altered without detection. Its color is said to be unfading and durable, with a permanence of tint, writing black from the first and not changing to a lighter hue. If the pen is kept clean (carefully wiped when done with) it will not be corroded by the ink. To prevent evaporation, the ink should be kept closed when unused, and to prevent its fading, do not dry the paper with blotter or sandpaper, but allow the ink to dry on it.

FROM BOSTON.

AMONG the numerous petitions in bankruptcy, filed since January 7th, that of Cutter, Tower & Co. may be mentioned as being involuntary. A number of the stationers in this city are complaining of numerous failures among the small dealers in the country—averaging about one per day since January 1st. If this continues, 1876 will show, perhaps, a darker record than during any previous year. The total number of failures throughout the United States, in 1875, was 7740, comprising all kinds of business and representing a total loss of \$201,060,000. The present and increasing method of carrying on business, the long

credits and the inevitable notes to discount, is not a good plan, and the general depression in trade to-day, and the suspension of large and long-established houses, together with the savings-banks, are the ultimate result of long credits and the carrying on of business on fictitious capital.

THE Power Paper Co., of Springfield, Mass., have made a good advance step in the right direction—that of refusing to sell their goods on four months' time.

CARTER, PULSIFER & JORDAN, 45 and 47 Federal street, is one of the largest houses in the paper and card stock in New-England. Mr. Chas. T. Pulsifer and H. E. Wright are their travellers, visiting all prominent cities east of the Mississippi River.

MESSRS. LOCKWOOD, BROOKS & Co. by their energy and perseverance have already obtained a high reputation in the trade. Their inks, especially the "Irving," and mucilage, are a leading feature, and are rapidly attaining a permanent foothold in some of the principal cities.

CHAS. K. DARLING, 15 Exchange street, is an extensive manufacturer of blank-books and publisher of law blanks. He publishes the largest line (about 500) of blanks for lawyers' and brokers' use in the East. Sells the trade all over the State.

J. S. LOCKE & Co., 23 Franklin street, are quite busy preparing for the spring trade a variety of novelties. Mr. Locke has just returned from an extensive and profitable lecturing tour through Maine. This house has just published an improved and illustrated edition of Hoyle's Games. 16mo, \$1.

MR. R. WARREN, in his new quarters in Milk street, is very busy, and his stock large and well selected. Every thing in the stationery line, of whatever nature, may be found at his store.

L. F. LAWRENCE & Co. have just imported a line of "German Favors," and those who dance this fashionable "walk round" may find a choice and very large selection. Job printing and binding all done in the same large building. This firm print most of the theatre tickets, ball order of dances, etc., in Boston and vicinity.

THOMAS GROOM & Co. have one of the largest and oldest trades in this city. They have been established over forty-five years. They carry an extensive line of imported stationery, and represent numerous English manufacturers.

A. R. GAY & Co., in the little bee-hive, are gathering honey—metaphorically.

HOOPER, LEWIS & Co., established in 1799, is the oldest house in blank-books and stationery in New-England. The original firm was B. Loring & Co.

WARD & GAY occupy a large fine store, extending from 180 Devonshire through to 35 Federal street. Their business is both wholesale and retail. Ward's ink, gum stickum, and diamond steel pens are well and favorably known in the trade.

NICHOLS & HALL, on Bromfield street, are about taking stock. Their business is about the same as last year.

THE NEW-ENGLAND NEWS Co., Mr. Bates, manager, have the largest assortment of fancy stationery and papeteries in New-England.

KNIGHT, ADAMS & Co. report trade brisk, and, to judge from the numerous buyers constantly calling at their store on Cornhill, one would scarcely believe it was hard times. Mr. K. is brother to Mr. Knight, of Lockwood, Brooks & Co.

THERE are no strictly new features to announce, or special news to communicate, but I trust, on my next visit, I may have more interesting items to send you.

Yours,
C. S. P.

BUSINESS NOTES.

It is pleasant in these hard times to hear of the success of any in the trade. Messrs. West, Johnston & Co., of Richmond, Va., have lately been driven out of their old quarters by the growing business of the house, and forced to take a larger store at 94 Main street, where they can extend their book and stationery business in its various branches as their custom demands.

THE store occupied by Mr. A. Setliff, on Church street, Nashville, was partially burnt by a fire raging on that street, January 13th, and the stock considerably damaged. The loss on stock is not stated. It was insured to the amount of \$9000.

MESSRS. D. LOTHROP & Co. have leased the large building corner of Franklin and Hawley streets, Boston where they will continue the book-publishing business, using the lower floors for Bible warehouse and bookstore.

THE Secretary of the Treasury has decided that books printed more than twenty years before importation into the United States are entitled to free entry; if rebound since that time, they are also so entitled; but if printed more than twenty years ago and originally bound since, they are subject to duty as books, because their manufacture was not completed over twenty years ago.

THE case of Beeton *vs.* Ward & Lock, just decided by an English Vice-Chancellor, is of great importance to authors and publishers. About six years ago, says the *Athenæum*, an arrangement was made between the parties, by which Mr. Beeton was to apply himself entirely to the publishing business of Messrs. Ward & Lock, giving them at the same time the right to use his name in connexion with certain publications—Mr. Beeton in return receiving 500*l.* a year and a share in the profits of the business. Rather more than a year ago disagreements arose—commencing, we believe, in reference to the work entitled 'Jon Duan'—and Mr. Beeton seceded from Messrs. Ward & Lock's establishment. They, however, relying on the original agreement, continued to publish certain books with the plaintiff's name attached to them. The object in applying to the Court was to restrain this. The Vice-Chancellor, deciding in favor of the defendants, said the application was too late; some of the publications referred to having been announced some months ago, of which the plaintiff must have been cognizant, and, if he had felt himself aggrieved, he should have applied for an injunction sooner. His lordship, at the same time, expressed his disapproval of the practice of publishing books with Mr. Beeton's name

attached to them, of the merits and contents of which he had no cognizance.

MESSRS. WM. F. GILL & CO., of Boston, suspended payment on the 18th inst. A meeting of the creditors was called for the 20th at their office, but as yet we have received no report of the action there taken.

SHELDON & CO., are now engaged in removing to No. 8 Murray street, near Broadway. They have succeeded in disposing entirely of their retail stock, the general sale having closed on the 10th.

PERSONAL NOTES.

WE recently spoke of Mr. Charles G. Collins, who succeeds Mr. Dunham as head of the Book Department of the American News Co., as having been with the Company for seven years. That, it seems, is robbing the company of several years' valuable service, for Mr. Collins has been with it since its organization—seven years' in the book department alone.

GEORGE MACDONALD is to publish a volume of translations of the spiritual songs of "Novalis" (Friedrich Van Hardenburgh). Many of these appeared in *Scribner's Monthly* some years since.

THE Rev. E. P. Roe is writing on a fifth novel, which will be a historical romance founded upon Revolutionary events on the west bank of the Hudson—a sort of Centennial story.

LITERARY AND TRADE NOTES

A NOTE-BOOK for the use of physicians in treating cases of ovarian tumors has been prepared by Dr. H. Lenox Hodge, and issued by Lindsay & Blakiston, of Philadelphia. It makes up a small pamphlet of thirty-six pages, and is so ruled and arranged as to systematically show the general condition of the patient and the history of the complaint. Dr. Hodge has used as a basis the note-book of Mr. Spencer Wells, but with such modifications in order of examination as his own experience showed to be best.

READERS will note elsewhere the announcement of Mr. Henry S. Allen, of this city, that he is publishing subscription books at about half the price usually charged for such books.

THE Authors' Publishing Company have about ready a new volume by the Rev. Wm. I. Gill, for whom the polemical propensities of the clergy of his denomination have earned no little fame. This is a treatise on "Analytical Processes; or, the Primary Principle of Philosophy," forming the third volume of the International Prize Series.

THERE is a Canadian reprint of Mr. Carleton's "Farm Legends." Another recent Canadian issue, says *The Canadian Monthly*, "might be termed a trilogy from recent contemporary sources." It is composed of Mr. Whittier's "Mabel Martin," Mr. Longfellow's "Masque of Pandora," and Miss Ingelow's "Shepherd Lady"—certainly a curious juxtaposition.

THE Rev. F. W. Farrar, author of the "Life of Christ," has written an introduction for a new edition of the "Imitation of Christ," which will be published by E. P. Dutton & Co.

PROF. JAMES MORGAN HART, editor of "German Classics," is getting up a German Reader for G. P. Putnam's Sons. It is pretty sure to be a good one.

WE are glad to learn from S. C. Griggs & Co., Chicago, that "Songs of Yesterday" was exceptionally well received. The entire edition of 2500 copies was exhausted the 20th of December, and orders for some two to four hundred more could not be filled. This was doing well for the first Western holiday book.

ITALY has a writer of enormous fecundity in Signor Medoro Savini, who produces a new novel every month; each one, it is said, bears a poetical title, and fills precisely one hundred and forty-four pages and a half.

RUSSIA has published 3141 books during the past year, but few of them, writes Mr. Eugene Schuyler, are worthy of notice for literary merit.

MRS. MASSON, wife of the Edinburgh professor who edited Milton's works, is writing a sketch of English poetic literature from Chaucer to the present date. The title—"Three Centuries of English Song"—is unfortunately like that of Whittier's new volume.

A COLLECTION of the plays of W. S. Gilbert has been published in London, including "Pygmalion and Galatea," "The Wicked World," "The Palace of Truth," "Broken Hearts," "Trial by Jury," etc.

THE Yale alumni propose to make a full collection of works issued by the officers and alumni of Yale, to form part of the American educational department at the Exposition, and finally of the Yale Library in an "Alumni Alcove." Such publications should be sent at once to B. G. Northrop, New-Haven.

THE British Society for Promoting Christian Knowledge has in press a "Manual on the Personal Care of Health."

BOOKS FOR SALE OR EXCHANGE.

A. S. CLARK, Peekskill, N. Y., buys, sells, and exchanges shop-worn and second-hand School-books.

SECOND-HAND BOOKS.

SECOND-HAND Books, in quantity, for sale by A. S. Clark, Peekskill, N. Y.
 Smith's Etymology, at 80 per cent off.
 Sargent's Readers and Primers, Spellers, etc., 90 per cent off.
 Smith's Grammar-School Spellers, 90 per cent off.
 Stoddart's American Intellectual Arithmetic, 80 per cent off.
 Appleton's Arithmetics, 75 per cent off.
 National Spellers and Readers, 75 per cent off.
 Steele's 14 Week Chemistry, 80 per cent off.
 Felter's Arithmetics, 75 per cent off.

SITUATIONS WANTED.

A RESPONSIBLE position in the Miscellaneous Book Department of an Importing or Publishing house in New-York, Boston, Philadelphia, or Washington, by a gentleman acquainted with the book business and with the trade both East and West. References given and inquiries promptly answered when addressed to L. T., care of F. Leyboldt, P. O. Box 4295, New-York City.

A N active young man, with a thorough knowledge of the Bookselling business (both wholesale and retail), having fifteen years' experience—the last seven as Buyer of the Miscellaneous Book Department, Salesman, and Traveller in a large Publishing and Jobbing House—desires an engagement. Moderate expectations. Highest references. Address, E. O. N., lock box 2494, Philadelphia.

NOTICE TO PUBLISHERS.

The Editor of the "PUBLISHERS' WEEKLY" begs to recall to the attention of publishers the advantage of having their advertisements, at the beginning of the new year, prepared in the form of Complete Lists of their Publications issued during the past year.

The number of the "PUBLISHERS' WEEKLY" of January 29, which will have an extra circulation, is especially set apart for these Annual Summaries, and will have the additional important feature of an Index, supplementary to and on the plan of that of the Publishers' Trade-List Annual of 1875, to include all books so advertised, and not yet entered in the Index of the Annual.

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Publishers are requested to furnish their advertising pages at once, that this Index may be prepared in time.

BOOKS WANTED

R. V. BONNELL, 92 BROADWAY, N. Y.
"Vinton Memorial," by John Adams Vinton, Boston, 1858.
State price.

A. S. CLARK, PERKSKILL, N. Y.
Squier's Ancient Monuments Mississippi Valley.
Schoolcraft's History Indian Tribes, 6 vols., plates.
Galen, Epitome, 1604.
Hippocrates, 1620, Greek, with Latin translation.
Send price and condition.

CLAXTON, REMSEN & HAFELFINGER, PHILA.
Abbott's Letters from Cuba, Boston, 1829.

DAVID G. FRANCIS, 17 ASTOR PLACE, N. Y.
Life of William Livingston, by Theodore Sedgwick.
The Institution of the Society of the Cincinnati, printed by
J. M. Elliott, 133 Water street, N. Y., 1851.

F. B. PATTERSON, 32 CEDAR STREET, N. Y.
Stone Crosses, a new English work.
Set of Rebellion Record, cheap.

PORTER & COATES, 822 CHESTNUT STREET, PHILADELPHIA.
Oglethorpe's History of Georgia.
Savage's Genealogical Dictionary of New-England Settlers,
4 vols., 8vo.

TUTTLE & CO., BOOKSELLERS, RUTLAND, VT.
Vermont Law Reports, bound, new or second-hand, or in
sheets, vols. 1, 2, 3, 4, 7, 9, 13, 14, 15, 28, and Aiken, 2
vols.
Write, stating cash price.

JOHN & PORTER, INDIANAPOLIS, IND.
Butler's History Kentucky, Cincinnati, 1836.
Pickett's History Alabama, 2 vols., 1851.
Life of Gov. L. W. Powell, Frankfort, 1868.
Legend of Tippecanoe, 8vo, 1840.
McClellan, who he is, etc., by George Wilkes, 1863.

Border States, by John P. Kennedy, Phila, 1861.
Minutes Freedmen's Convention, Cincinnati, 1864.
Virginia, with maps (Slater), London.
Baker's History Texas.
C. F. Adams, W. H. Seward, an oration by Adams.
Lordon's English Surnames.
Gayarre's Romance History Louisiana.
Burke's English Misrule in Ireland.
Clare's Compendium Irish History.
History War in Ireland, 1641-53.
Coventry's Chronicles Great Britain and Ireland.
Nicholas, The Pedigree of the English People.
Gov. Gilmer's Book on Georgia.
New Hope; or, The Rescue, a Tale of the Great Kana-
wha, pub. Bunce & Bro., N. Y.
Savage's Genealog. History New-England, 4 vols.
6 copies Whitaker's Eng. Catal., 1874.
Fletcher's Brazil and Brazilians.
Willis and Sotheran's Catalogue, 1862 and 1866.

CATALOGUES FOR SALE.

JOHN C. GILMORE, WILLIAMSPORT, PA.
Roorbach, Biblioth. Americ., 1820-52.
" " " 1852-55.
" " " 1858-61.
Norton's List for 1856.
Kelly's American Catalogue, 1861-66.
" " " 1866-71.

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This a more than ordinarily interesting number, containing, as it does, a large amount of valuable and entertaining literary matter, besides the announcements of recent and prospective publications. To a man or woman engaged in literary pursuits, such a work as this is simply invaluable, combining, as it does, the features of the London "Notes and Queries," with a complete catalogue of the works issued from the British and American press during the month. It is printed on fine toned paper, and is just the work to gladden the heart of the book-lover.—*Brooklyn Times*.

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The *BIBLIOPOLIST* is admirably edited. I suppose by "our senior," learned in bibliography. Thank you for all that you sent me.—*S. Austin Allibone*.

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The January number of this Literary Register is on our table. This number has fifty-six pages of varied contents of peculiar interest to the student of literature and the lover of

books. The department of "Notes and Queries" is well filled in the number before us, embracing a wide range of topics, such as bibliographical, historical, antiquarian, etc. The critical notices of old and new books, scattered through the extensive catalogues of publications, is interesting to every person of literary inclination.—*Austin (Texas) Democrat*.

The *BIBLIOPOLIST* presents an unusual array of matter, learned, critical, and antiquarian, but principally in the form of Notes and Queries. An article headed "How Novels are Made," gives the origin of the incident in "Foul Play," claimed in common by Charles Reade and Mrs. Southworth, in an incident developed in a criminal trial at the Old Bailey in February, 1867, in which the mate of a ship plying between Newport and Shanghai was convicted of having feloniously scuttled the vessel. There is also an able paper on the supposed discovery of the original manuscript of "Don Quixote," another of the illustration of books, and the usual literary gossip.—*Home Journal*.

No Bibliopole should neglect to subscribe to this publication; its interest and value to him is almost inestimable. The December issue is especially good. It gives notice of some of the most noticeable new books, catalogue of books for sale, literary gossip, a review of the London season, some curious "notes and queries," interesting correspondence on a variety of topics, and some valuable articles on subjects relating to literature.—*Philadelphia Inquirer*.

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This Literary Register and Monthly Catalogue of Old and New Books, is very interesting, and to those desirous of keeping posted in the book world, almost indispensable. Its chapter on Notes and Queries is a very interesting department, and embraces literary, historical, and antiquarian subjects, etc.—*Austin (Texas) Statesman*.

Sabin's *AMERICAN BIBLIOPOLIST* for January contains, in addition to its usual catalogue of books, twenty-one pages of very entertaining literary gossip and correspondence. The cheap edition of this periodical is furnished at an almost nominal price, and the work itself is indispensable to all book-collectors and antiquarians.—*N. Y. Evening Post*.

The department entitled "Notes and Queries" of the *AMERICAN BIBLIOPOLIST* is a repository for all sorts of out of the way and at the same time interesting literary information. Thus, among other items in the May number, there is a brief discussion in reference to the origin of the expression "By Hook or by Crook," and also an inquiry as to the origin of the term "Hotch Pot." The *BIBLIOPOLIST* has also, interesting literary gossip; an article on "Was Shakespeare a Soldier?" by W. P. Thoms; a lengthy correspondence from different persons in reference to "The Original of Oliver Twist;" and its usual lists of books, rare, curious, and useful.—*College Courant*.

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Using Numerals, or Figures, in Four Colors, on the Edges, to show the Size and Suit. These figures are placed at convenient distances around the edge, and are printed in the *same color* as the spots. The *color* of the *figure* shows the suit, and the figure itself shows the size. This enables you to hold a very large hand in a compact shape, to see your whole hand at once, and recognize every card without moving, it only being necessary to let one card overlap another enough to display the figure on the margin, and you can play with perfect ease, with rapidity, and without danger of any one seeing your hand. Prying eyes, whether innocent or dishonest, will be baffled.

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